# THE COSCONCOSCO SHIPPING/KL/YMUK/HANJIN/ELJSA SLOT ALLOCATION AND SAILING AGREEMENT

## FMC AGREEMENT NO. 012300<u>-001</u> <u>SECOND EDITION</u>

**Slot Allocation Agreement and Sailing Agreement** 

Original Effective Date: Pending December 4, 2014

**Expiration Date: None** 

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**BEFORE THE** 

FEDERAL MARITIME COMMISSION

FMC AGREEMENT NO. 012300

THIS AGREEMENT is entered into this 20th day of October 2014, among COSCO

CONTAINERSHIPPING LINES COMPANY, LIMITED ("COSCONCO., LTD. ("COSCO

SHIPPING"), KAWASAKI KISEN KAISHA, Ltd. ("KL"), YANGMING (UK) LTD.

("YMUK"), HANJIN SHIPPING CO., LTD. ("HJS"), and EVERGREEN LINE JOINT

SERVICE AGREEMENT ("ELJSA") referred to individually as "Party" and collectively herein

as "the Parties".

WHEREAS, the Parties desire to cooperate with each other in containerized trades

worldwide to obtain optimum efficiency of fleet operation and to maximize Slot utilization

through Slot allocation and combined services, so as to offer improved services to the shipping

public.

NOW, THEREFORE in consideration of the premises and of the mutual undertakings of

the Parties, it is hereby agreed as follows:

1. NAME OF THE AGREEMENT

> **AGREEMENT** This shall be referred "the COSCONCOSCO to as

SHIPPING/KL/YMUK/HANJIN/ **ELJSA** ALLOCATION SLOT AND SAILING

AGREEMENT."

2. PURPOSE OF THE AGREEMENT

The purpose of the Agreement is to permit the Parties to achieve efficiencies and

economies in their respective services offered in the Trade covered by the Agreement. This

Agreement does not authorize discussion of or agreement on rates or charges, thus no joint tariff shall be filed by the Parties under this Agreement.

#### 3. PARTIES TO THE AGREEMENT

The Parties to this Agreement are:

- COSCO CONTAINERSHIPPING LINES COMPANY, LIMITED 1. ("COSCONCO., LTD. ("COSCO SHIPPING")
- 378, Da Ming Road (East), Shanghai, the People's Republic of China
- KAWASAKI KISEN KAISHA, LTD. ("KL")
- 1-1, Uchisaiwaicho 2-Chome, Chiyoda-ku, Tokyo 100-8540, Japan
- 3. YANGMING (UK) LTD. ("YMUK") 2nd Floor, 210 South Street, Romford, Essex RM1 1TG, UK.
- -HANJIN SHIPPING CO., LTD. ("HJS") Hanjin Shipping Building, 25 Gukjegeumyung-ro 2-gil, Yeongdeungpo-gu, Seoul-150-049. Korea
- EVERGREEN LINE JOINT SERVICE AGREEMENT ("ELJSA") <del>5.</del>4.

[FMC Agreement No. 011982] consisting of Evergreen Marine Corp. (Taiwan) Ltd., Evergreen Marine (UK) Ltd., Italia Marittima S.p.A., Evergreen Marine (Hong Kong) Ltd. and Evergreen Marine (Singapore) Pte Ltd. No. 163, Sec. 1, Hsin-Nan Road Luchu Hsian, Taoyuan Hsien, 338, Taiwan.] ELJSA is the signatory party to this Agreement, and Evergreen Marine Corp. (Taiwan) Ltd. "No.166, Sec. 2, Minsheng East Rd, Jhongshan Dist, TAIPEI 104, Taiwan. shall make a separate agreement guaranteeing the obligations of ELJSA.

#### 4. GEOGRAPHIC SCOPE OF THE AGREEMENT

The geographic scope of this Agreement shall cover the trade between ports in the United States and ports in North Asia, South Asia, Middle East (including the Persian Gulf Region), Northern Europe, Mediterranean, Egypt, Panama, Mexico, Jamaica, and Canada, as well as ports

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and points served via such U.S. and foreign ports. The foregoing geographic scope is hereafter

referred to as the "Trade."

5. AGREEMENT AUTHORITY

5.1 Coordination of Sailings

5.1.1 The Parties may consult and agree upon the deployment and utilization of

Container Ships ("Vessels") in the Trade including, without limitation,

sailing schedules, service frequency, ports to be served, port rotations,

transit times, adjustment of the speed of Vessels (including slow steaming

of Vessels), number, type and size of Vessels to be utilized, the Party(ies)

that will provide Vessels, feeder arrangements, including the sale or

exchange of feeder slots among them, the addition or withdrawal of

capacity from the Trade and the terms and conditions of any such addition

or withdrawal.

The Parties may consult, agree on and implement temporary capacity

adjustments in the Trade to deal with changes in seasonal demand and

other changes in the Trade.

5.1.2 The Parties may consult, agree on or implement the joint purchasing

(including chartering, hiring, establishment, use, scheduling, coordination

and operation) of transshipment, barge, and/or feeder services in

conjunction with linehaul vessel operations hereunder.

5.2 Reciprocal Slot Allocation

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5.2.1 Regardless of whether Vessels are provided by one Party or more than one

Party, the Parties hereunder may agree to (a) exchange Slots amongst

themselves on their respective Vessels and/or on Vessels on which they

have chartered space, and (b) agree on the number of Slots to be

exchanged.

5.2.2 On such terms and subject to such operating limitations as (a) the Parties

may agree, or (b) may be imposed by applicable law, each Party shall

accept for transportation and transport any and all containerized cargo and

equipment tendered to it by another Party up to its allocation, without any

geographical limitations regarding the origin or destination of the cargo.

As used in this Agreement, the term "equipment" includes, but is not

limited to, containers owned or leased by the Parties, whether full,

partially loaded or empty and other freight service equipment that the

Parties may agree upon.

5.2.3 Each Slot Charterer and any slot sub-charterer may advertise sailings by

Vessels on which the Slot Charterer is allocated Slots under this

Agreement.

5.2.4 A Slot Provider who fails to faithfully perform its obligations hereunder

shall hold the other Parties harmless from and indemnify the other Parties

against any losses, claims or damage arising from such failure, including

but not limited to such losses, etc. from cargo owners/insurers, including

attorney's fees and expenses. The details of apportionment and/or extent

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of the liability for loss or damage shall be agreed between the Parties in an

implementing agreement.

5.3 Space

Each Slot Provider will make available to each Slot Charterer in the trade the

agreed number of slots or weighted deadweight tons per vessel, whichever is

reached first, both Eastbound and Westbound, on vessels operated in the trade on

terms and conditions to be agreed by the Parties.

Slot Charterers shall pay the Slot Providers for the slots, used or not used, at rates

and terms to be agreed between the Parties. Slot and cargo weight allocation

including allocation of reefer slots may be adjusted from time to time subject to

mutual agreement of the Parties. A Slot Provider is authorized to sell to a Slot

Charterer additional slots over and above each allocation under this Agreement on

such terms as the Parties may from time to time agree.

The Parties shall allocate slots amongst themselves as they agree from

time-to-time. Actual allocations will be based on commercial objectives, seasonal

needs, trade balance, other reasonable criteria, and the agreement of the Parties.

5.4 Efficient Use of Equipment, Terminals, Stevedores, Ports and Suppliers

5.4.1 The Parties may interchange, cross lease or sublease empty containers,

chassis and/or related equipment to provide for the efficient use of such

equipment on such terms as they may agree. The Parties may discuss and

agree on the common or individual use of marine terminals and other

container-handling facilities at particular ports, including on particular

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services, and may discuss and agree upon principles and procedures for selecting/changing terminals. The Parties may also jointly contract with

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or coordinate in contracting with stevedores, terminals, ports, providers of

tug services, and suppliers of equipment, land or services or may designate

a Party to provide such services on the designating Parties' behalf. This

Agreement does not authorize joint operation of any marine terminal by

the Parties in the United States.

5.4.3 For the avoidance of doubt, any cross-lease will be agreed between the

two parties thereto on a case by case basis.

5.4.4 5.4.3. The Parties may discuss and agree on the procurement of

environmental services, bunker fuel, other fuels, and equipment or

equipment services to the extent permitted by law.

5.5 5.5 No Joint Service, Pooling

The reciprocal Slot allocation, coordination of sailings and Vessels, and

cooperative use of equipment, terminals, stevedores, ports and suppliers to the

extent provided hereunder do not create a joint service or permit the Parties to

pool cargo or revenue. Each Party shall utilize and maintain its own marketing

and sales organizations and operate and manage its own Vessels. Each Party shall

issue its own bills of lading regardless of whether the Party is acting as Slot

Provider or Slot Charterer.

5.6-5.6 Exchange Of Information

5.6.1 The Parties may obtain, compile, maintain, and exchange

among themselves any information related to any aspect of operations in

the

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Trade, related to operational matters. The Parties may use any such

information to make jointly projections and plans relating to future vessel

capacity and service structure to be offered in the Trade under this

Agreement. The Parties shall not exchange commercially sensitive

information regarding customers (except as may be requested by a

customer or necessary to prepare for or defend a claim of lost or damaged

cargo) or supplier, unless pursuant to authority contained in this

Agreement.

5.6.2 The Parties may hire and retain consultants, subcontractors, or other

third parties to carry out the purposes of this Agreement or any

responsibilities or duties discussed, established, or agreed upon under this

Agreement, subject to agreement regarding costs in connection with such

hiring. The Parties may also meet, discuss, exchange information, and

reach agreement with regard to the use of contractors, technology,

databases, data, or information used by them or their affiliates.

5.6.3 This Agreement does not authorize the Parties to discuss the rates or

charges that they might (or currently do) charge shippers, to discuss

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5.6.4

service contract matters, or the identity of their customers or the terms and

conditions agreed to with such customers, unless requested by a customer

about its own business.

5.5 5.7 Documentation, Data Systems

The Parties may discuss and agree on terms and conditions of joint development,

implementation, and interchange of documentation, data systems, information and

data, other operating systems, and computerization and joint communication,

including any joint negotiations, leasing or contracting relating thereto.

<u>5.6</u> <u>5.8-Implementing Arrangements</u>

The Parties are authorized to enter into implementing arrangements, writings,

understandings, procedures and documents on all matters within the scope of this

Agreement in order to implement the authorities and purposes of this Agreement;

provided that any such agreements shall be filed with the Federal Maritime

Commission to the extent legally required by the Shipping Act of 1984 and

implementing FMC regulations. Implementation may be through individual

Parties, working groups, committees or other entities duly constituted under this

Agreement.

5.7 5.9 Miscellaneous

The Parties may also discuss and agree upon such general administrative matters

and other terms and conditions concerning the implementation of this Agreement

as may be necessary or convenient from time to time, including, but not 1 imited

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to, performance procedures and penalties, accounting procedures, procedures for

weight and Slot allocations, allocation of reefer Slots, forecasting, terminal

operations, stowage planning, schedule adjustments, record-keeping,

responsibility for loss or damage, the establishment and operation of individual or

joint tonnage centers, the terms and conditions for force majeure relief, insurance,

liabilities, claims, indemnification, consequences for delays, and treatment of

hazardous and dangerous cargoes. For such joint tonnage centers, the parties may

establish pools of, or otherwise cooperate to interchange their empty containers,

chassis and/or related equipment to provide for the efficient use of such

equipment as among themselves, or with others on such terms as they may agree.

5.8 5.10 A Party may discuss and agree on operational matters of common interest

with (a) any entity who is not a Party and from whom it receives or to whom it

provides slots through a Party or (b) any other Party from whom it receives or to

whom it provides slots indirectly through another agreement.

5.9 5.11 The authority of this Agreement permits less than the full membership to

discuss and agree on matters private to those parties, so long as otherwise

authorized by this Agreement.

6. <u>AUTHORIZED REPRESENTATIVE</u>

The following persons shall have authority to sign and file this Agreement or any

modification to this Agreement, and to respond to any requests for information from the U.S.

Federal Maritime Commission and to delegate such authority to other persons.

(a) The Chief Executive, or a Vice President for a Party, or

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(b) Legal counsel for a Party.

7. MEMBERSHIP, WITHDRAWAL, READMISSION AND EXPULSION

See Article 9.7.

8. VOTING

Amendments to this Agreement and, except as otherwise provided herein or agreed by the

Parties, other decisions involving all Parties, shall be by unanimous vote of the Parties. Business

decisions of a Party or of Parties less than the whole shall be made by the involved Party(ies),

except as otherwise provided herein or agreed by the Parties. The Parties may meet wherever

they decide for the purpose of implementing this Agreement; however, actions in implementation

of this Agreement may be taken pursuant to telephone/email polls of the Parties. For purposes of

decisions requiring unanimous agreement, a quorum shall exist if the authorized representatives

of all Parties are present in person or by telephone/email contact.

9. <u>DURATION AND TERMINATION</u>

9.1 This Agreement shall be effective on January 1, 2015, unless otherwise agreed by

the Parties, or the date this Agreement becomes effective under the Shipping Act

of 1984, as amended, whichever is later, but this Agreement and all modifications

hereto shall be subject to all required approvals by government authorities,

including but not limited to the U.S. Federal Maritime Commission. No

cooperative working arrangement shall be carried out among the Parties hereto in

regard to the Trade except as authorized herein, and any implementing provision

inconsistent with this Agreement shall be null and void. Failure of a Party to this

Agreement to obtain approval of any authority, for any reason, shall not provide

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the basis for any recourse, liability or damages whatsoever. This Agreement shall

be valid until February 29, 2016, unless otherwise agreed by the Parties.

9.2 Subject to Article 9.1 above, unless otherwise mutually agreed, this Agreement

shall become effective from January 1, 2015 and shall be valid until February 29,

2016, unless otherwise agreed by the Parties. The Agreement will be

automatically extended by another two years unless otherwise any Party does not

agree to the extension.

9.3 Any Party may withdraw from this Agreement at any time by giving six months

prior written notice to the other Parties of its intention to do so provided that the

earliest such notice can be given is September 1, 2015, unless otherwise agreed

for the whole Agreement (or, for withdrawal from a service, agreed in an

Addendum for such service).

9.4 Notwithstanding the above provisions, this Agreement may be terminated at any

time by mutual consent of the Parties.

9.5 If any Party becomes involved in any one of the following situations, any of the

other Parties has the right, by giving written notice, to withdraw from the

Agreement immediately without prejudice to any already accrued rights and

obligations:

(a) Commencement of dissolution procedure;

(b) Filing of any bankruptcy or insolvency procedure involving any party;

(c) Making a general assignment or composition with its creditors;

(d) Takeover of a Party by a competitor.

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9.6 The Parties may discuss and agree upon procedures whereby a Party may

withdraw from a specific service without withdrawing from the Agreement as a

whole.

9.7 Notwithstanding any other provision of this Agreement, in the event it is

terminated or a Party withdraws it shall remain in force until each Vessel operated

pursuant to this Agreement shall have completed discharging at the last port on

the last leg of her final complete voyage which commenced prior to the

effectiveness of such termination or withdrawal, and all accounts among the

Parties under this Agreement are settled.

9.8 By a majority vote, the Parties may expel a Party at any time if such Party is in a

condition of serious financial distress adversely affecting its financial viability or

is substantially unable to perform its obligations under this Agreement.

10. DEFINITIONS

10.1 Slot Charterer: the Party which obtains Slots on the services operated by another

Party as Slot Provider under this Agreement.

10.2 Slot Provider: the Party which operates a Vessel owned or chartered by it and

makes Slots available to the other Parties as Slot Charterers under this Agreement.

10.3 Slot: a cell designed to take a 20' type container conforming to ISO

specifications.

11. VESSEL, ALIGNMENT AND PROVISION

11.1 The maximum number of line haul vessels that may be operated under this

Agreement in U.S. trades is 226 vessels, each with a standard operating capacity

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not to exceed 18,000 TEUs. The Parties shall consult and agree on the number,

size and type of Vessels to be provided by each Party hereunder. The Parties shall

consult prior to employment of any tonnage in excess of that previously

scheduled. The Vessels may be owned, demised, or time-chartered by the Slot

Provider.

11.2 The Vessel alignment and provision for all services shall be as agreed from time

to time. A Party providing one or more Vessels in a service with multiple vessel

providers may not withdraw a Vessel from the service without consent of the

other Parties providing Vessels in such service, but may replace such Vessel with

a compatible Vessel, which shall be in the same or better condition in terms of its

service performance, which includes speed and transit time in the Trade. All extra

expenses resulting from such replacement shall be for the account of the Slot

Provider.

11.3 Slot Hire: Slot hire shall be as agreed upon from time to time.

11.4 Total Loss, Constructive Total Loss

11.4.1 In case of a Vessel being declared an actual or constructive total loss, the

Slot Provider shall provide a substitute vessel within two months,

provided that such substitute vessel is, in terms of capacity and speed,

reasonably compatible with or better than the remaining Vessels in the

service. The Parties may discuss and agree upon remedial actions that

may be taken and/or liability that may accrue when a Slot Provider fails to

comply with this obligation.

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11.4.2 The Slot Provider of the lost Vessel shall give the other Parties the written

notices of such actual total loss or constructive total loss immediately and shall

provide a comparable substitute vessel within two months from the declaration

date of an actual total loss or constructive total loss.

11.4.3 The other Parties shall have the option to declare off-hire for the allocated Slots of a lost

Vessel until the substitute Vessel has been placed into service.

12. MARKETING AND DOCUMENTATION

Each Party shall retain its separate identity and market its own service with its own

independent marketing organization, and shall make information as to the services available to

all customers.

13. <u>HARDSHIP</u>

13.1 Notwithstanding Article 9, during the effective period of this Agreement, if the

consequences of any Force Majeure described in Article 14, or boycott against one

flag or a political ban against one Party to this Agreement, causes substantial

frustration of the objectives of the Agreement, then the Parties shall meet in a

spirit of goodwill and are bound to adapt the terms of this Agreement to these

circumstances. If the Parties fail to reach an agreement within thirty (30) days,

any Party may terminate this Agreement immediately upon written notice.

13.2 In the event one of the Parties is merged with or sold to a third party which

continues to operate in the Trade covered by this Agreement, then such other party

shall be bound by the terms of this Agreement and continue to provide Slots under

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the terms of this Agreement to the Parties who were not subject to the merger.

The merging Party shall include in the merger agreement a clause requiring the

merged entity to honor this Agreement and give prior written notice to the other

Parties of such merger or sale. Any of the non-merging Parties shall have the

right to withdraw from this Agreement on ninety (90) days prior written notice.

14. FORCE MAJEURE

Performance under this Agreement shall be excused to the extent it is frustrated by the

existence or apprehension of Act of God, war (declared or undeclared), hostilities, warlike or

belligerent acts or operations, terrorism, riots, civil commotion or other disturbances; closure of,

obstacle in or danger to any canal; blockade of port or place or interdict or prohibition, condition

or restriction of any kind on calls by either Party's vessel at any port, which result in such

vessel's practical inability to call such port, or any restriction on commerce or trading;

governmental action, including but not limited to quarantine, sanitary or other similar regulations

or restriction; search and rescue participation order by authorities; strike, lockouts or other labor

troubles whether partial or general and whether or not involving employees of a Party or his

sub-contractor; or any other event or circumstances beyond the control of the Party (not including

commercial circumstances) which render the Agreement wholly or substantially impracticable.

Unless it is the consequence of a Force Majeure event as described in the foregoing,

un-seaworthiness, breakdown of the Vessel's machinery, defect in and accident to the Vessel

(including collision, stranding, fire and etc.), whether or not due to the crew's acts or omissions,

weather except for extreme cases such as typhoon, hurricane or fog causing port closure, port

congestion, labor shortages, shall not be deem as Force Majeure unless agreed otherwise.

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15. <u>SUPERSESSION</u>

Should any document, such as a relevant charter party, contain clauses and/or provisions

that are or could be interpreted as being contrary to the terms of this Agreement, the terms of this

Agreement shall prevail. If any court of competent jurisdiction rules any portion of this

Agreement is invalid or unenforceable, that portion shall be deemed deleted, and the remainder

of the Agreement shall continue in full for and effect.

16. NON-ASSIGNMENT

16.1 Except as provided in 13.2 or 16.2 no Party shall assign, transfer, subcontract,

change, or otherwise dispose of any rights and duties in this Agreement to any

person, firm, or corporation without the prior written consent of the other Parties.

16.2 Nevertheless, the Slot Provider is authorized to release Slots on its owned service

to the third Party without consent of the Slot Charterer. The Slot Charterer is

authorized to release Slots to the third Party subject to prior written consent of the

Slot Provider.

16.3 Notwithstanding the provisions of 16.1 supra. re-allocation of Slots from a Party

to an affiliate of such Party (defined as a wholly-owned subsidiary of or under

common 100% ownership with such Party) on the services of another Party is

authorized.

16.4 The Slot Charterer shall not be authorized to enter into any other agreement on

behalf of the Slot Provider whether relating to navigation, operation or

management of the Vessel or otherwise.

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17. <u>LANGUAGE</u>

This Agreement and all notices, communications or other written documents related to

this Agreement shall be in the English language. If any document related to the Agreement

cannot be in the English language, it shall be accompanied by an English translation.

18. <u>ARBITRATION AND GOVERNING LAW</u>

18.1 The interpretation of the Agreement and all rights and obligations shall be

governed by the Laws of England

18.2 Any dispute or claim arising under this Agreement which cannot be amicably

resolved by the Parties shall be referred to arbitration, in London, under the rules

and procedures then in effect of the London Maritime Arbitrators Association.

18.2.1 In a dispute between two Parties, unless such Parties agree upon a sole

arbitrator, one arbitrator shall be appointed by each Party. In case of an

arbitration on documents, if the two arbitrators so appointed are in

agreement their decision shall be final. In all other cases the arbitrator so

appointed shall appoint a third arbitrator and the references shall be to the

three-man tribunal thus constituted. If either of the appointed arbitrators

refuses to act or is incapable of acting, the Party who appointed him shall

appoint a new arbitrator in his place. If one Party fails to appoint an

arbitrator, whether originally or by way of substitution for two weeks after

the other Party, having appointed his arbitrator, has (by telex, fax or letter)

called upon the defaulting Party to make the appointment, the President for

the time being of the London Maritime Arbitrators Association shall, upon

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application of the other Party, appoint an arbitrator on behalf of the

defaulting Party and that arbitrator shall have the like power to act in the

reference and make an award and, if the case so requires, the like duty in

relation to the appointment of the third arbitrator as if he had been

appointed in accordance with the terms of the Agreement.

18.2.2 In disputes among more than two Parties, and in the absence of a contrary

agreement among such Parties, the matter shall be decided by a single

arbitrator agreed upon by the involved Parties. If the involved Parties

cannot agree upon a single arbitrator, one shall be appointed by the then

President of the London Maritime Arbitrators Association.

18.2.3 This Agreement is governed by English Law and there shall apply to all

proceedings under this clause the terms of the London Maritime

Arbitrators Association current at the time when arbitration proceedings

were commenced. All appointees shall be members of the Association.

18.3 Provided that where the amount in dispute does not exceed the sum of

US\$100,000 (or such sum as the Parties may agree) any dispute shall be resolved

in accordance with the Small Claims Procedure of the London Maritime

Arbitrators Association.

### **SIGNATURE PAGE**

**IN WITNESS WHEREOF**, the Parties have caused this Agreement to be executed by their respective duly authorized representatives or attorneys in fact as witnessed below:

COSCO CONTAINERSHIPPING LINES COMPANY, LIMITEDCO., LTD.	
By:	
KAWASAKI KISEN KAISHA, LTD	
By:	
YANGMING (UK) LTD.	
By:	
HANJIN SHIPPING CO., LTD.	
By:	
EVERGREEN LINE JOINT SERVICE AGREEMENT	
By:	
Date: October 20, 2014 July, 2017	